

Message Text

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14

ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 PRS-01 PA-02 USIA-15 /036 W

----- 115856

P R 250811Z SEP 75

FM AMEMBASSY ISLAMABAD

TO SECSTATE WASHDC PRIORITY 2167

INFO AMCONSUL KARACHI

UNCLAS ISLAMABAD 8921

E.O. 11652: N/A

TAGS : BEXP, PK

SUBJECT : CHEMTEX/DUPONT POLYESTER PLANT PROJECT

SUMMARY: DUPONT HAS CABLED EMB FOR ADVICE REGARDING
SIGNING CEREMONY FOR SUBJECT PROJECT. REQUEST DEPT
PASS BELOW GIVEN SUGGESTED REPLY. END SUMMARY.

1. ON SEPTEMBER 17 AMBASSADOR BYROADE RECEIVED TELEGRAM
FROM E.M. HICKS, JR., DIRECTOR, INTERNATIONAL DEVELOPMENT
AND OPERATIONS DIVISION, DUPONT, WILMINGTON, DELAWARE,
THE OPERATIVE PORTIONS OF WHICH WERE AS FOLLOWS

2. BEGIN QUOTE. FINAL CONTRACTUAL DETAILS BEING WORKED
OUT, AND WE HAVE BEEN INFORMED THAT A FORMAL SIGNING
CEREMONY HAS BEEN TENTATIVELY SCHEDULED FOR OCTOBER
7-10. MR. HAGEMANN HAS BEEN INFORMED THAT CEREMONY COULD
DEVELOP INTO A MAJOR EVENT AND CERTAINLY WOULD BE
GIVEN A GOOD AMOUNT OF PUBICITY.

3. MR. HAGEMANN AND I PLAN TO REPRESENT DUPONT AT THIS
CEREMONY. I WOULD APPRECIATE IT IF YOU WOULD ADVISE
US CONCERNING SPECIFIC PROBLEMS AND QUESTIONS THAT MIGHT
COME UP DURING PRESS CONFERENCE AS WELL AS YOUR IDEAS
ON HANDLING SUCH QUESTIONS. FURTHERMORE, ANY INFORMATION
WITH RESPECT TO PAKISTANI PARTICIPANTS IN THIS CEREMONY
WOULD BE MOST WELCOME. WE LOOK FORWARD TO CONTACTING
EMB AND CONSUL GENERAL UPON OUR ARRIVAL. OUR SINCERE
THANKS TO YOU AND YOUR STAFF. E.M. HICKS, JR. UNQUOTE.

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4. AFTER CONSULTATION WITH CONGEN KARACHI, EMB SUGGESTS FOLLOWING REPLY BE TRANSMITTED TO MR. HICKS. BEGIN QUOTE. EMB RECEIVED YOUR CABLE ON SEPTEMBER 18 AND HAVE DISCUSSED IT WITH CONGEN KARACHI. BOTH OUR OFFICES BELIEVE IT LIKELY THAT CONTRACT SIGNING AND RELATED CEREMONY WILL RESULT IN CONSIDERABLE PUBLICITY SINCE THIS IS A MAJOR NEW PUBLIC SECTOR PROJECT AND WILL INCLUDE EQUITY PARTICIPATION BY AMERICAN FIRM (CHEMTEX) AND KNOW-HOW COLLABORATION WITH YOUR INTERNATIONALLY PRESTIGIOUS COMPANY. WE WILL ADVISE YOU CONCERNING QUESTIONS PRESS MIGHT RAISE AFTER WE LEARN DETAILS OF SIGNING CEREMONY. WE DOUBT THOUGH THAT THERE WOULD BE ANY DIFFICULTY SINCE A CONTROLLED PRESS IS INVOLVED.

5. CONGEN KARACHI BELIEVES IT LIKELY THAT FCCCL CHAIRMAN MAHMUD AHMED WILL SIGN AGREEMENT ON BEHALF GOP. IT IS POSSIBLE THAT MINISTER OF PRODUCTION RAFI RAZA MAY BE PRESENT BUT THIS IS UNCERTAIN AT PRESENT. ALSO UNCLEAR AT THIS JUNCTURE IS WHETHER SIGNING CEREMONY WILL OCCUR IN KARACHI OR ISLAMABAD.

6. CONGEN KARACHI IS INFORMED FROM FCCCL SOURCES THAT CONTRACT FINALIZATION IS NOT EXPECTED BEFORE END OF SEPTEMBER AT EARLIEST AND THAT ONLY WHEN FINAL CONTRACT AGREEMENT IS REACHED WILL INFORMATION LIKELY BE KNOWN REGARDING COMPOSITION OF GOP PARTICIPATION AT SIGNING CEREMONY. CHEMTEX NEGOTIATING TEAM SCHEDULED ARRIVE KARACHI SEPTEMBER 27. ONCE FINAL CONTRACT IS REACHED AND DETAILS OF SIGNING CEREMONY BECOME AVAILABLE, CONGEN KARACHI OR EMB WILL GIVE YOU FURTHER GUIDANCE. END QUOTE. BYROADE

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